



## Global Market Series: NAFTA/FTA Certificate Program

**Free Trade Agreements (FTA) can be very lucrative by reducing tariffs and duties paid when importing or exporting.** But what steps are required to take advantage of them? Learn all of the benefits and complexities involved when claiming FTA status. Focusing on the North American Free Trade Agreement (NAFTA), this three-half day seminar answers the “What’s in it for me?” question when it comes to FTAs. **Presented by industry experts and certified by North America’s Super Corridor Coalition.**

**Outcomes:** This seminar series covers the main steps in the NAFTA/FTA process with a strong emphasis on compliance. You will learn:

- how to determine if claiming NAFTA status is right for your product
- how to classify your product to claim the advantages of NAFTA and other FTAs
- the specific NAFTA requirements when shipping to Mexico and Canada
- the benefits, details and requirements of the other eleven FTAs and three pending FTAs
- how to complete a NAFTA Certificate of Origin

**Targeted Audience:** New or active exporters, compliance, logistics and sales managers

**Date:** May 12,13,14, 2010/ May 12, 13- half-day / May 14 half-day & afternoon session

**Time:** Morning sessions: 8:00am-noon / Afternoon session May 14: 1:00pm-2:00 pm

**Location:** Webinar or Seminar at Bill J. Priest Center, 1402 Corinth, Dallas, TX 75215

**Cost:** Seminars can be taken individually or as a complete series for certification  
\$35 per session; \$245 for the complete series

Early Bird Discount: by April 28, 2010 - \$30 per session; \$210 for the complete series

### Program:

May 12	Introduction to Free Trade Agreements 8:00- 9:30 AM	<ul style="list-style-type: none"> <li>• Become familiar with the purpose of FTAs and their advantages and requirements</li> <li>• Become familiar with the Harmonized Tariff Schedule (HTS) and Rules of Origin</li> </ul>
	NAFATA 101 and Rules of Origin 10:00- noon	<ul style="list-style-type: none"> <li>• Explore in detail the requirements of claiming NAFTA status including classification of your product with the HTS schedule, rules of origin, certificate of origin and marking rules</li> <li>• Learn NAFTA recordkeeping requirements and penalties</li> </ul>
May 13	NAFTA Requirements: Canada 8:00- 9:30 AM	<ul style="list-style-type: none"> <li>• Become familiar with aspects of NAFTA specific to Canada</li> <li>• Learn the common errors and red flags in audits</li> <li>• Learn key strategies for avoiding penalties</li> </ul>
	NAFTA Requirements: Mexico 10:00-noon	<ul style="list-style-type: none"> <li>• Become familiar with aspects of NAFTA specific to Mexico</li> <li>• Become familiar with Mexican customs procedures</li> <li>• Learn the marking and labeling rules in Mexico</li> <li>• Learn the benefits and requirements of IMMEX Article 303 regarding maquiladoras</li> <li>• Learn recordkeeping requirements for Mexico</li> </ul>
May 14	CAFTA-DR –The “New” NAFTA 8:00- 9:30 AM	<ul style="list-style-type: none"> <li>• Become familiar with the eleven current and three pending FTAs</li> <li>• Become familiar with CAFTA-DR (Central America Free Trade Agreement &amp; Dominican Republic) and the specifics of each country within the bloc</li> <li>• Compare the similarities, differences, requirements and benefits of each of the current FTAs</li> </ul>
	Current & Pending FTAs Practical Aspects & Requirements 10:00-noon	
	How to Complete a NAFTA Certificate of Origin 1:00-2:00 PM	<ul style="list-style-type: none"> <li>• Follow this step by step method to learn how to correctly complete the NAFTA certificate of origin and avoid the most common mistakes</li> </ul>

**Registration:** Register on line at [www.iexportimport.com](http://www.iexportimport.com)

**Contact:** Elyse Eriksson, International Training Director, (214) 747-1300 [eeriksson@dcccd.edu](mailto:eeriksson@dcccd.edu)

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